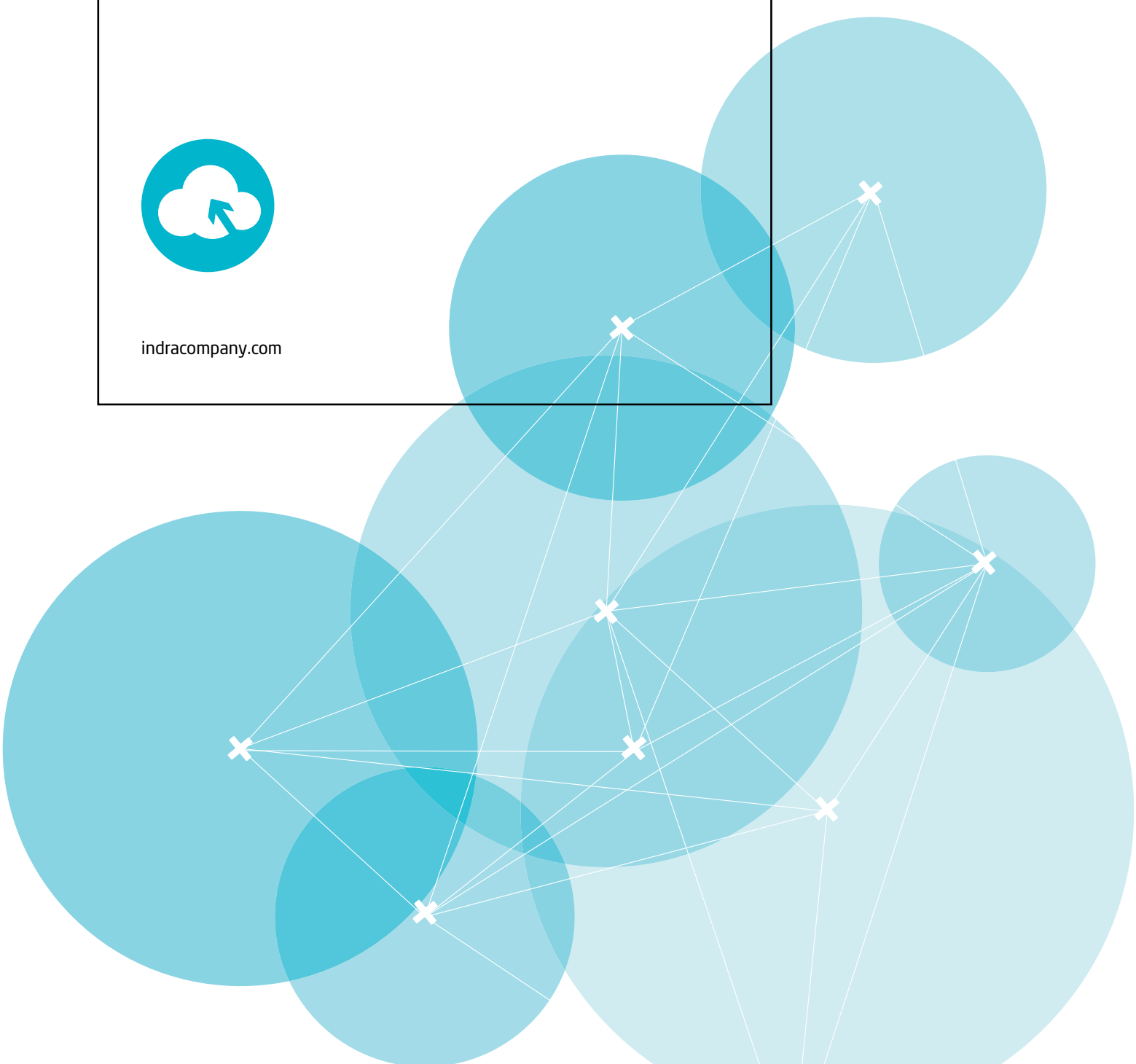# IN CLOUD

The Indra Cloud proposal

indracompany.com

OUR PROPOSAL

Innovative
Driving force in the adoption of new technologies, such as social, mobile and analytics

Functional
Application-focused with migration tools and an extensive SaaS catalogue

Hybrid
Unified management of traditional, private and public environments through our Indra Flex IT

New IT delivery models

Cloud computing is becoming one of the most important IT delivery models for the future. Thanks to the cloud, users can access their IT resources just when they need them, any time or any where:

> **Enhances** the delivery of **IT services linked to the business** through on demand access to shared and scalable resources.

> **Optimises daily IT operations** thanks to the flexibility offered, without the need for initial investment.

In Cloud, our cloud computing solution

Like any technological evolution, the appearance of cloud computing brings along with it new issues and challenges for any organization. At Indra, we've been working alongside our clients to identify, enhance and transfer the cloud benefits to the business world.

The result of our work in this area has been the launch of our In Cloud offering. Indra In Cloud is an end-to-end **offer that combines solutions, services and products** to guide clients along every step of the way as their transition to the cloud.

A comprehensive approach

Indra's solution goes beyond IaaS, PaaS and SaaS. In Cloud is a comprehensive offering that has a 360° view of the cloud world.

What makes Indra the best choice?
Since launching In Cloud, we've been helping our clients get the most out of cloud computing for their businesses:

> We benefit from a **comprehensive offer**

> We have an extensive catalogue of **SaaS solutions** aimed at specific business processes

> We manage **hybrid environments through our Indra Flex IT**

> We develop our own PaaS solution (**GPaaS**)

> We are constantly developing our solutions by integrating advances in **mobility, business analytics and social media**

> We provide secure and reliable solutions (**ISO 9001, 20000 and 27001**)

Consultoría

Consulting
Defining the best strategy for transitioning to the cloud

Implantación

Implementation
Implementing infrastructure and migrating solutions to the cloud

Operación

Operation
Daily operation of cloud services

Soluciones

Solutions
SaaS solutions for specific business processes

IN CLOUD
CONSULTANCY

1 DIAGNOSIS
Analysing the degree of coverage
and aligning business and
technology requirements

2 PROTOTYPE
Evaluating the solution
in a controlled fashion

1 **2** **3** **4**

3 STRATEGY
Defining Strategic Evolution
Plan (SEP) for implementation

4 DEPLOYMENT
Implenting Indra In Cloud

Indra In Cloud consulting

We provide our clients with the right strategy
that enables them to get the most out of
cloud computing.
We provide our knowledge of the business,
defining the In Cloud models and services
that fits each organization best.

1. **Analysis** of areas that are key, sensitive
   or cause for concern.
2. **Identification** of key infrastructures
   and applications that can be migrated to
   cloud computing.
3. **Definition** of new business areas that
   may be offered by cloud computing.

OpTImiza, the first step towards the cloud

At Indra, we have a cloud thermometer
integrated into our -**OpTImiza**- methodology,
which shows us the most suitable route for
implementing the transition to the cloud.

This analysis relates the organization's
particular system requirements to the different
delivery models and solutions that are
available on the market.

The final result is the **SEP (Strategic
Evolution Plan)**, which covers ten basic
principles to ensure the strategy is successful.

What we offer

> **Systems optimization**. Reducing costs
  and increasing service quality.
> **Process reengineering**. Creating
  business assets and reducing costs.
> **Capacity evolution strategy**.
  Guaranteed development of a key business
  activity in the short, medium and long
  terms to improve business advantage.
> **Extended value chain management**.
  Progress in relationships with clients or
  suppliers.
> **Cyber-safe**. Strengthening the security of
  cloud systems.

The ten commandments of cloud implementation

1. Quick **diagnosis** of cloud feasibility.
2. Show **added value**: Business & IT.
3. **Review the processes involved**.
4. **Risk management.**
5. **Budgets and estimates**.
6. **Business plan**, development and
   roadmap.
7. Cloud solutions **benchmark**.
8. **Assessment and selection of cloud**
   computing suppliers.
9. **Tracking and monitoring** of the value
   added.
10. **Implementation** plan and presentation
    of **contingency option**.

IMPLEMENTING

CARRY OVER

Implementing a cloud strategy

Indra's aim in migrating applications and infrastructure is to increase efficiency. We benefit from the leading architecture (iDyanmics Cloud) and Indra's GPaaS platform, which make the transition easier and maximise savings.

Four Route towards the cloud

ADOPT	>	**STANDARD SAAS SOLUTIONS**	>	Public Cloud
TRANSFORM	>	**CONVERT** / **REDO**	> >	Hybrid Cloud
CARRY OVER	>	**MANAGED INFRASTRUCTURE**	>	Private Cloud

Adopting the cloud is the route towards transforming the business

What we offer

1. Application migration and development
We work from a full analysis of the business aims in order to implement an application migration or development strategy. We've defined four routes for reaching the cloud: **adopt, convert, redo or carry over**.
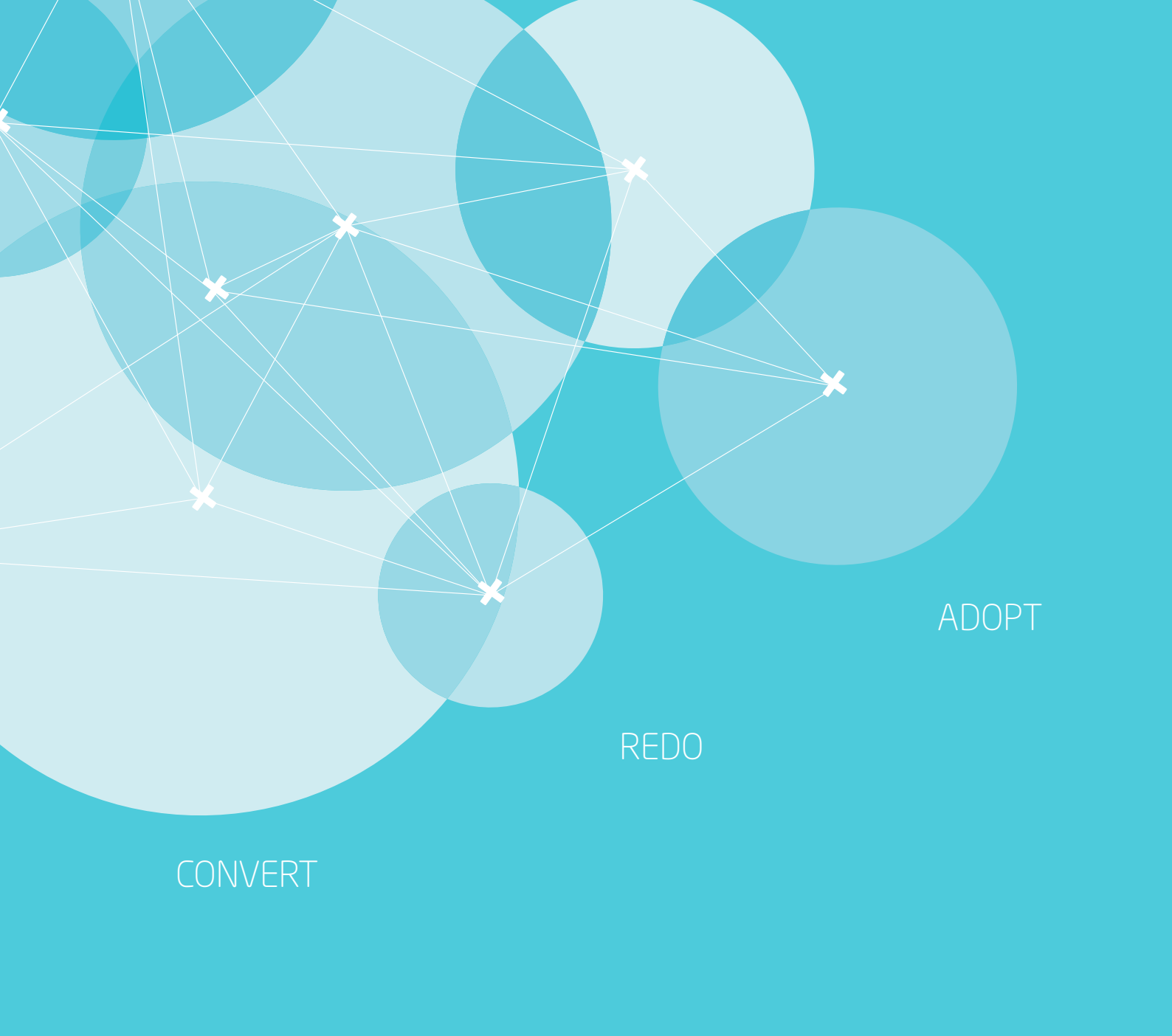
The applications area is where the actual degree of feasibility and transition to the cloud is determined:

iDynamics.Cloud
We use iDyanmics Cloud, our benchmark architecture and methodologies, to develop cloud solutions that include **all the pieces needed for migration**. One of these pieces is application reengineering through the GPaaS solution, to get a cloud model that enables an organization's infrastructures to be optimised as fully as possible. GPaaS is a solution from Gnúbila, a company held by Indra that has five main features:

> Elasticity and scalability
> Decoupling the infrastructure and operating system
> Multitenancy
> Interoperability
> Self-provisioning

ADOPT

REDO

CONVERT

2. Cloud infrastructures

When designing the most optimal infrastructure, Indra proposes consolidation and the use of **cloud resources in order to make IT transformation easier**. This has multiple benefits:

> Reduction of space in the data centre.
> Reduction of cooling costs and server electricity consumption.
> Fewer physical servers and lower maintenance costs.
> More manageable environment.
> Improved administrative ratios (from 1:15 up to 1:30).
> Business continuity strategies are simplified in an alternative Disaster Recovery centre.
> IT assets, and therefore budgets, become more flexible.

3. Applications Marketplace

Indra offers its **iCloudBroker** solution to create marketplaces that adapt to our clients' particular needs.

iCloudBroker provides the opportunity to set up a marketplace for applications and services that can be distributed in SaaS mode, with multiple catalogues, SSO, payment solutions and models that can be adapted to pay-per-use marketing.

In addition, this solution model also includes a set of tools for developing and provisioning cloud solutions in the marketplace.

iCloudBroker's provisioning technology enables native cloud solutions to be created on Indra's G© platform.

4. Mobility solutions

Indra doesn't see mobility as merely an additional channel, but rather as a new way to consume, interact and work. In that sense, Indra **integrates** the InCloud offering with **mobility solutions** that can be marketed under SaaS models.

OPERATION

The On demand delivery model in the managed and hybrid cloud by Indra

Delivery "as a Service"

For over 13 years, we have offered IT outsourcing services. During this time, we have developed our services to adapt to the market, always trying to be at the top of the sector.

The emergence of new delivery models based on the cloud has led us to add the "as a service" delivery model to Indra's current offer, which, compared to a traditional "one to one" concept, focuses on providing cutting edge solutions in terms of agility, speed and cost through:

> **Flexible provisioning** of resources
> A **flexible price model** without any initial investment

This model is an evolution of traditional delivery and makes possible to **transform** the way in which our clients consume technology.

FLEX-IT

FLEX-IT: Support for delivery "as a service"

In order to deploy the "as a service" modality, we've developed the Indra Flex IT model as a basic element for providing outsourcing services in cloud computing environments. **Indra Flex IT includes all the IT management processes needed** to support the various service levels possible in the cloud.

Combination of models

Hybrid Management

The emergence of delivery "as a service" does not mean the disappearance of service delivery models that are currently used. At **Indra, we opt for an hybrid IT management** wich provides to each service the right combination between cloud and traditional delivery model based on a series of criteria:
> Criticality of the services
> Customization or need for control
> Legal requirements
> The possibility of standardization
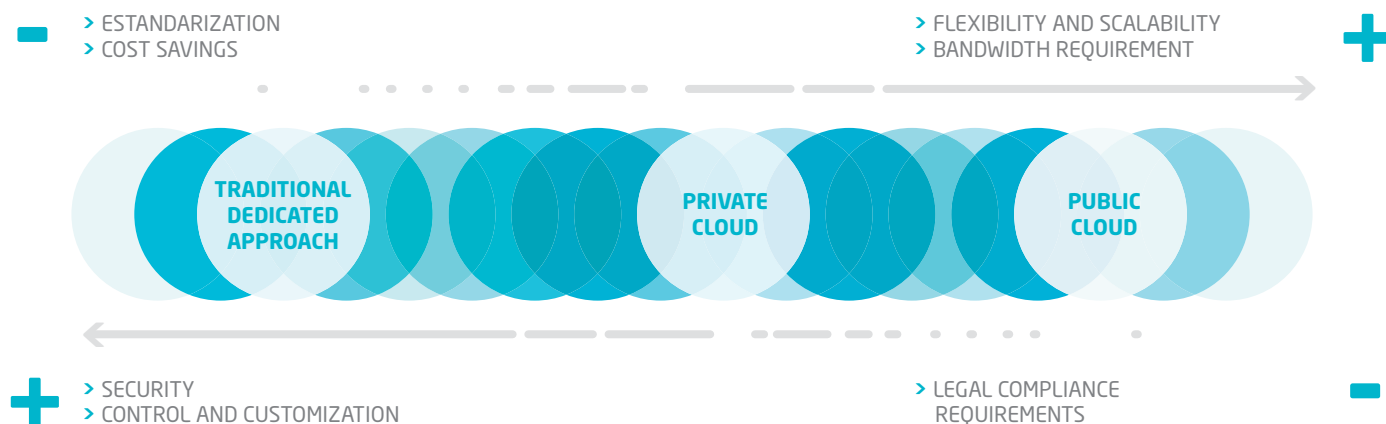
SOLUTIONS

At Indra, we have a series of SaaS solutions that focus on r**esolving the issues in specific business processes**.

Our value proposal is based on knowledge of the various markets in which we work, which, in addition to our experience in developing applications, allows us to:

> Benefit from both our own solutions and third party solutions

> Develop and implement applications adapted to the particular features of an organization

> Provide R&D environments for carrying our projects and research at universities

> Work with business associations and clusters to provide comprehensive solutions

We provide comprehensive end to end support, maintaining the applications and ensuring service levels (time limits for service, response, performance, availability, etc.)

Our Hybrid IT Management Model allows us to manage the different IT environments following business needs

- ESTANDARIZATION
- COST SAVINGS

- FLEXIBILITY AND SCALABILITY
- BANDWIDTH REQUIREMENT

TRADITIONAL DEDICATED APPROACH

PRIVATE CLOUD

PUBLIC CLOUD

- SECURITY
- CONTROL AND CUSTOMIZATION

- LEGAL COMPLIANCE REQUIREMENTS

What we offer

Desktop as a service (DaaS)

Desktop as a Service (DaaS) is the on demand delivery model for **virtual workstations**, from Indra's cloud.

It provides all the benefits of **centralization, monitoring and unified management of** desktops and applications, full security and data protection, and, ultimately, an advantage in providing services to end users.

Daas lets your connection from **multiple devices** (PC, Thin Client, tablets, Smartphones, etc.) and from anywhere, with lower maintenance cost and keeping the quality and user satisfaction.

Infraestructure Management as a Service (IMaaS)

Through **Indra Flex IT**, we offer a global **technology management end to end service** by providing computing, storage and network capabilities flexibly for any type of system.

> This includes a comprehensive technology service delivery model based on a **multi-tenant, shared** and virtualised architecture, integrating them through best-of-breed automation and management tools.
> It uses **technology solutions to securely isolate** the shared computing, network and storage services.
> It administers and manages cloud services with an ad hoc **secure perimeter** for each client.

Aplication management as a service (AMaaS)

Dynamic applications maintenance consists of a set of integrated tools that cover both the development life cycle (Mind) as well as management and monitoring of the service. Indra has also launched its dynamic maintenance service for both its own SaaS solutions as well as third party solutions.

> **MIND**. Suite of integrated tools to support the life cycle of software development
> **REMEDY AS A SERVICE** (RaaS). Service monitoring and tracking based on the Remedy tool, improving the performance and efficiency of the IT systems
> **AM SaaS (AMSaaS)**. Parametrization and maintenance of our own and third party SaaS solutions

Specific solutions to respond to specific business issues

- Public Administration
- Supply chain solutions
- Development
- Energy
- Customer management
- Content management
- Security management

- Industry
- Marketplace
- Financial processes
- SMEs
- RH and collaboration
- Financial services
- Sustainability